



In This Week's "The EDGE"

- A FRESH Look at Houston Housing
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- HAR Chair Shannon Cobb Evans is *On the Move*
- Know the Dues and Don'ts of TREPAC
- Don't Miss Your Launch Window

"The Edge" is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.

Brought to you by the HAR Communications Department.



A FRESH Look at Houston Housing

- The indicators are positive across the board in HAR’s latest – and redesigned – First Real Estate Snapshot of Houston (**FRESH**) Report for **December 2018**.
- New listings, active listings and average list price increased throughout the greater Houston area between December 1 and December 31, 2018.
- Our comprehensive MLS housing report for December and full-year 2018 will be distributed this **Wednesday, January 9**. As always, HAR will provide you with updated coverage in *The EDGE*.



FRESH REPORT

FIRST REAL ESTATE SNAPSHOT OF HOUSTON

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of December 2018 compared to December 2017. Please attribute to the Houston Association of REALTORS' Multiple Listing Service (MLS).

New Listings

↑ 11.0%

6,593

Inventory continued to expand in December, with Realtors entering 6,593 new listings into the Multiple Listing Service (MLS) compared to 5,939 a year earlier. That represents an 11.0 percent increase – the greatest increase of 2018 when excluding the August distortion caused by Hurricane Harvey.



Active Listings

↑ 14.3%

24,225

Active listings, or the number of available properties, totaled 24,225 in December 2018 versus 21,193 in December of 2017. That translates to a 14.3 percent year-over-year increase and marks the biggest jump in active listings in all of 2018.



Avg. List Price

↑ 4.3%

\$316,957

The average list price for a Houston home rose again in December. It increased 4.3 percent to \$316,957 versus \$303,784 a year earlier, in December 2017. The highest average list price for 2018 was \$323,196 in June.



Take a **FRESH** Look at Housing

Be on the lookout for HAR's monthly MLS market report for December/Full-Year 2018, which will be distributed on Wednesday, January 9. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

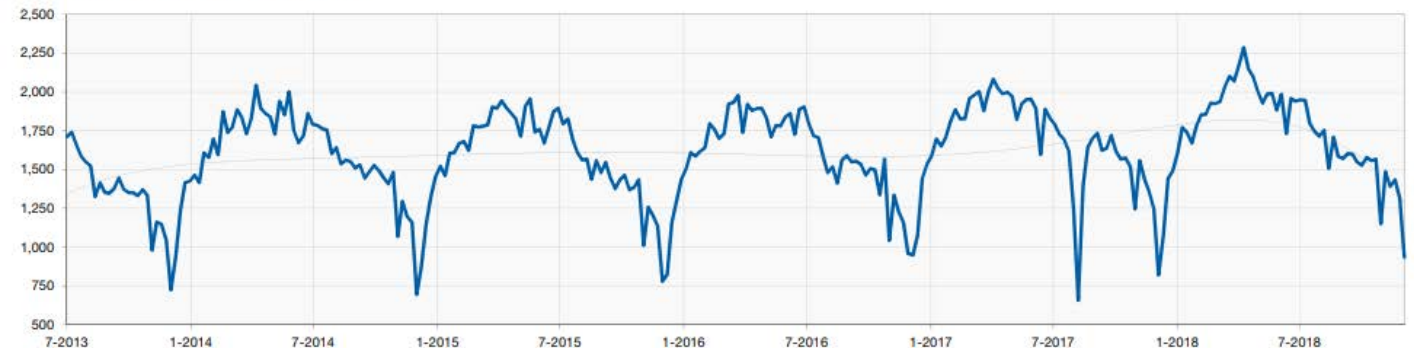
Weekly Market Movements

Although the 2018 U.S. stock market had its worst losses in a decade, employers added 2.64 million jobs in 2018 – the best year since 2015 – as well as 312,000 jobs during December. In addition, average hourly earnings increased 3.2 percent, matching the October 2018 percentage that marked a nearly ten-year high. The unemployment rate rose to 3.9 percent from 3.7 percent but is still historically low. These combined events give the impression of an economy that remains ultimately optimistic but is also recalibrating.

In the Houston region, for the week ending December 30, 2018:

- New Listings increased 0.2% to 920
- Pending Sales increased 13.9% to 934
- Closed Sales decreased 30.7% to 1,419

Historical Pending Sales Activity



HAR Chair Shannon Cobb Evans is *On the Move*

- The *HAR on the Move* podcast brings you the movers and shakers of the real estate industry. This week's guest is **2019 HAR Chair Shannon Cobb Evans**, who shares her 2019 outlook. In recent weeks, our guests have included **HAR President and CEO Bob Hale** and *Inman News* founder and owner **Brad Inman**.
- HAR's official weekly podcast, *HAR on the Move* covers a wide range of important real estate topics. Listen in your car, at the gym, even while shopping!
- New shows every Wednesday!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.

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Know the Dues & Don'ts of TREPAC

Here are some important basics about how important TREPAC is and how you can choose to make your investment with your annual HAR dues.

- Investing in TREPAC is investing in your career and your industry!
- Invest in TREPAC and you are helping to protect the private property rights of your clients and all Texas homeowners.
- TREPAC is reflected on your dues invoice in amounts between \$50 and \$110, depending on what you invested in 2018.
- TREPAC is voluntary and you can edit your investment on your dues by clicking on the **blue "Modify" link** on the third page of the dues system **before you select your payment options.**



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Review Payment Info for Kenya I. Burrell-VanWormer

You selected the following invoices to pay. Click the appropriate payment button, or click Cancel to change your selections.

Invoice	Date	Office	Balance Due	Minimum to Pay
3810798	10/11/18	KBurrell Properties	439.00	439.00
			Total Selected	439.00
***TREPAC Investment		(Recommended Amount 110.00)		Modify 110.00
Total To Be Paid				549.00

Credit Card TeleCheck Cancel

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Don't Miss Your Launch Window

HAR REALTOR® Launch: Your Path to Success

This intensive, four-day course will provide insights into how to handle your transaction from contracts to closing. The program include tools such as Prospecting, How to Create Business, Buyers and Seller's Expectations, Understanding Your Role Before, During and After the Transaction, Insight in the Ancillary Roles by Subject Matter and Experts (such as appraisers, inspectors, lenders, title companies, home warranty reps and much more). You will receive hands-on, interactive training to help you with your business before you even have business.



Dates: January 8, 15, 22 and 29

Location: HAR Montgomery County

Time: 8:30 a.m. to 5 p.m.

Investment: \$249

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6